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**Wholesale**  
**PRICE LIST**

# **Chapman's Nursery**

**Evergreen**  
**Seedlings and Transplants**

**1958**

**553 Church Street**  
**INDIANA, PENNSYLVANIA**

**Phone 5-4652**



## **Terms**

All prices are F.O.B. shipping point, Indiana, Pa. Parcels will be sent Parcel Post or Express collect, whichever is cheaper, if directions are not given.

Cash or 50% deposit with orders. Balance will be shipped C.O.D.

Our liability ceases when trees are delivered to carrier. If breakage occurs or if stock suffers through transit delay, claims should be made on the transportation company immediately.

Samples will be charged at the 100 rate.

Trees will be shipped as close to your requested shipping date as weather permits.

All stock is state and federal inspected and approved.

Order your trees early to be assured of good planting stock.

Requests for adjustments and complaints must be made within 7 days after receipt of stock.

# Wholesale Price List

## **SCOTCH PINE**

Very hardy. Grows well in most kinds of soil, heavy clay to sand. Fastest grower of the pines. Highly recommended for Christmas trees. Best Fall and Winter holding color. Also good ornamental, shade, roadside planting and pulpwood.

Austrian Hill Strain			per 100	per 1000
2 yr. Seedling .....	(2-0)	2-4"	.....	\$10.00
2 yr. Seedling .....	(2-0)	4-8"	3.50	20.00
French Strain				
2 yr. Seedling .....	(2-0)	3-6"	3.50	20.00
3 yr. Seedling .....	(3-0)	6-12"	7.00	30.00
2-2 yr. Transplant .....		8-14"	10.00	55.00
2-2 yr. Transplant .....		10-20"	12.00	65.00

## **AUSTRIAN PINE**

Very hardy. Tolerant to dust and smoke. Popular Christmas tree, good ornamental, windbreak, erosion control and timber.

2 yr. Seedling .....	(2-0)	3-6"	3.50	20.00
3 yr. Seedling .....	(3-0)	6-12"	6.00	30.00
2-2 yr. Transplant .....		10-12"	15.00	xxxxx

## **AMERICAN RED PINE**

Popular Christmas tree, good ornamental, windbreak and timber. A beautiful dark green long needle pine.

2 yr. Seedling .....	(2-0)	2-4"	.....	15.00
3 yr. Seedling .....	(3-0)	4-7"	.....	20.00
3 yr. Seedling .....	(3-0)	6-12"	5.00	25.00
2-2 Transplant .....		10-15"	12.00	xxxxx

## **NORWAY SPRUCE**

Popular Christmas tree, ornamental, pulpwood and timber.

2 yr. Seedling .....	(2-0)	3-5"	3.50	20.00
3 yr. Seedling .....	(3-0)	6-12"	7.00	35.00

## **COLORADO BLUE SPRUCE**

From blue seed trees. Excellent for Christmas trees and ornamentals.

2 yr. Seedling .....	(2-0)	2-4"	3.50	20.00
3 yr. Seedling .....	(3-0)	5-10"	7.50	40.00
2-2 Transplant .....		6-12"	20.00	xxxxx

## **DOUGLAS FIR**

Hardy Rocky Mountain strain. Excellent for Christmas tree and ornamentals.

3 yr. Seedling .....	(3-0)	4-8"	6.00	30.00
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# Growing Christmas Trees

## **PLANTING GUIDE INFORMATION**

The most prized gift that the forests have yielded to man has been the Christmas tree. To the children and even to the adult the Christmas tree has been the center of the Christmas celebration. Year by year we are becoming more conscious of the cultivated evergreen that is used at Christmas time, and today approximately

35,000,000 trees are cut or balled and used to brighten the festivities at this season of year.

Here is an opportunity to make idle land valuable and pay its way by planting it to Christmas trees.

## **What To Plant**

Scotch Pine is in greatest demand by most of the large eastern markets. American Red Pine, Austrian Pine, White Pine, Norway Spruce, White Spruce and Firs are also in demand. Your market area will determine what species of trees to plant. We recommend that you diversify your planting by planting approximately 75% pines and 25% spruces and firs.

## **When To Plant**

We have learned from our own plantings over the years that early spring is the best time to plant. Start just as soon as possible after the ground is frost free and there is no more danger of a very heavy frost. This period usually occurs in the latter part of March, and planting may be continued until the latter part of May. In fall planting, greater care must be taken to see that the soil is tightly packed about the roots or successive freezes and thaws will heave or expose the tree roots to air and the trees will die. Consult your local County or District Agriculture Agent or State University or State Department of Forests for further information.

## **Planting Distance and Number of Trees Per Acre**

Systematic planting is essential for growing good Christmas trees. Proper spacing and lining enables the trees to develop into good bushy specimens and will permit mowing between trees with ease. 4 x 4 feet each way requires 2,720 trees per acre; 5 x 5 feet each way requires 1,720 trees; 6 x 6 feet each way requires 1,210 per acre.

## **How To Plant**

It is not necessary to prepare the soil before planting. The added expense is not justified, and the grass and weeds prove a benefit in conserving moisture during the the first two growing seasons. Line out the rows with stakes at intervals. Using a mattock or spade to open a hole or regular tree planting bar. Trees to be planted should be carried in a bucket of thin muddy water with the roots kept covered at all times. In a small planting, a team of three works successfully — one man to dig holes, the other two to follow planting trees. Planter should pack soil tightly around the plant by using a wood mallet or the "heel" of the shoe. On larger plantings, it is recommended using a ten man crew in the following manner: Three men in parallel lines making holes, each followed by two men planting trees. The tenth man should follow the crew, filling the planting pails with trees, watching the spacing and keeping the crew moving. Hand planting crews should average approximately 1,000 trees per man per 8 hour day.

**Machine planting.** This method of planting is rapidly replacing hand planting where the terrain and soil conditions permit. Machine planting is extremely difficult in hilly areas or on stoney land. In machine planting three or four men work to the best advantage — one man to drive the tractor, one or two men to operate the tree

planter and one to follow checking to see that the trees are correctly planted. A crew of this size can plant approximately 8,000 to 10,000 trees per eight hour day.

## **Care After Planting**

After your trees are planted you should regularly inspect them to see how they are growing. Normally, you can expect some loss from your planting and you can replace them in the Fall or the following Spring. The weeds, grasses and brush can be prevented from becoming too prominent by seasonal mowing between the trees with a power mover. This will also let the lower branches of the trees develop and allow you to harvest your trees at an earlier date. Inspect for disease, and if anything looks irregular, consult with your County or District Agriculture Agent or State University or State Department of Forests for control instructions before more damage can occur.

## **Shearing**

Experienced growers are convinced that economical production of high grade marketable Christmas trees is impossible without proper shearing. Pines should be sheared before the new growth becomes tough and woody and this period usually occurs about the first of June to the middle of July. Firs and spruces can be successfully sheared later in the summer. However, your locality and weather conditions will determine at what time you shear.

Shearing should be done every year you have excessive growth on the terminal or leader shoots. This will determine the distance between branches of your tree and eliminate unsightly gaps in the growth. Keep the new growth between 10 inches to 14 inches each year depending on the shape of the tree. The side branches should also be sheared so as to develop a symmetrical bushy tree. Shear so your tree will have a nice conical shape.

## **Selling Suggestions**

During the harvest years you will be confronted with the problem of how to market your trees. This can be done in several ways.

1. Sell direct to the retail trade in your area.
2. Sell either cut or on the stump in blocks to wholesale dealers.
3. Sell to the retail trade in the city.

If you are not near a market place a "FOR SALE" ad covering your trees in one of the city newspapers.

Always require a cash deposit with orders and final cash settlement upon delivery. Sell only for cash or certified check.

## **Care of Plants When Received From The Nurseryman**

When you receive your plants, remove all the packing material and place the roots in a bucket of water. Plant immediately. If you are unable to plant the material immediately upon arrival, "heel" in the plants by digging a trench in a shaded area and covering the roots with dirt. Pack tightly to exclude all air. Water if necessary, then plant just as soon as possible. Remember to keep the roots of the plants moist at all times as they are very tender and will die when exposed to the wind and air for a short period of time.